

DISTRICT OF COLUMBIA
+ + + + +
ALCOHOLIC BEVERAGE CONTROL BOARD
+ + + + +
MEETING

IN THE MATTER OF: *
*
To Be Determined, JBS *
Ventures, LLC * Fact Finding
1064 Wisconsin Avenue NW * Hearing
Retailer CT *
License No. 92970 *
ANC 2E *
Request to Extend Safekeeping *

September 17, 2015

The Alcoholic Beverage Control Board
met in Alcoholic Beverage Control Hearing Room,
Reeves Building, 2000 14th Street N.W.,
Washington, D.C., Chairperson Ruthanne Miller
presiding.

PRESENT:
RUTHANNE MILLER, Chairperson
NICK ALBERTI, Member
MICHAEL SILVERSTEIN, Member
HECTOR RODRIGUEZ, Member
JAMES SHORT, Member

ALSO PRESENT:
Andrew Kline, on behalf of JBS Ventures, LLC
Sergio Guerrero

1 P-R-O-C-E-E-D-I-N-G-S

2 (1:44 p.m.)

3 CHAIR MILLER: Okay. So, good
4 afternoon. We are here on a Thursday to consider
5 a few cases primarily dealing with a request to
6 extend safekeeping.

7 The first case is entitled To Be
8 Determined - JBS Ventures, LLC, located at 1064
9 Wisconsin Avenue, N.W., License Number 92970, and
10 ANC 2E, and as I think I've stated this is a
11 request to extend safekeeping.

12 So whenever you are ready would you
13 identify yourselves for the record, please?

14 MR. KLINE: Yes. Good afternoon,
15 Board Members. Andrew Kline on behalf of the
16 Applicant. Identify yourself, please.

17 MR. GUERRERO: Hi. My name is Sergio
18 Guerrero, good afternoon, on behalf of JBS
19 Ventures.

20 CHAIR MILLER: Rivero?

21 MR. GUERRERO: Guerrero, G-U --

22 CHAIR MILLER: Could you spell it,

1 please?

2 MR. GUERRERO: It's G-U-E-R-R-E-R-O.

3 CHAIR MILLER: Okay, thank you.

4 MR. GUERRERO: You're welcome.

5 CHAIR MILLER: So we have called
6 certain licensees in who may have requested to
7 extend safekeeping where we have certain
8 questions, especially where they are a couple of
9 years old.

10 So this one it looks like, according
11 to my notes, it was placed in safekeeping in
12 October 2013, so we are interested in knowing
13 what the plan is to reuse the license and what's
14 been going on since 2013, why has it been there
15 this amount of time?

16 MR. KLINE: Okay, I'll start and then
17 I'll let Mr. Guerrero fill in from there.

18 CHAIR MILLER: Okay, thank you.

19 MR. KLINE: Madam Chair and Members of
20 the Board, this application was applied for in
21 connection with a project that Mr. Guerrero and
22 Mr. John Redmond were pursuing and they were

1 acquiring the property and intended to acquire
2 the property and use the license at that
3 location.

4 Unfortunately, the underlying business
5 deal fell apart. They did not end up acquiring
6 the property and they actually, this was not one
7 of those licenses where they waiting in line,
8 they actually purchased this license from another
9 licenseholder with the anticipation that they
10 were going to close this business deal and use
11 the license at that location.

12 Regrettably, from their standpoint,
13 after purchasing the license and paying, you
14 know, some money for it, the business deal blew
15 apart.

16 Since then they have been, you know,
17 looking at other locations in Georgetown where
18 they might do a similar concept. They, at this
19 time, I don't think have located anything
20 definitive.

21 We do understand that this license
22 obviously has value because of the moratorium in

1 Georgetown, which we know will be revisited I
2 think in the Spring, so we are, at this point,
3 asking that the safekeeping be extended certainly
4 at least until -- I think the fees are paid
5 through --

6 MR. GUERRERO: Spring.

7 MR. KLINE: Spring, yes. The fees are
8 paid through the Spring at this point. I think
9 that Mr. Guerrero was a little surprised. He
10 called me and he said well, I paid, I don't
11 really understand why is there an issue, they
12 have my money.

13 CHAIR MILLER: Right.

14 MR. KLINE: But I explained to him
15 what the Board's concerns are with respect to
16 these licenses and he is aware of that and that's
17 all I know.

18 If there is anything you want to add
19 or any questions that the Board has in terms of
20 where we are we're happy to try and answer them.

21 CHAIR MILLER: Okay. Board Members?

22 MEMBER SILVERSTEIN: Where are we?

1 What's the path going forward?

2 MR. KLINE: Well the path is they are
3 attempting to locate another premises where they
4 would use this license for the concept that they
5 originally anticipated at 1064-1066 Wisconsin,
6 which did not happen, they didn't acquire it.

7 And they are, Mr. Redmond and Mr.
8 Guerrero are, although have some background in
9 the restaurant industry, are also real estate
10 investors and developers, so it's not as if
11 they're going to go lease a place, they want a
12 place that they could acquire in terms of real
13 property and use the license at a location that
14 they acquire.

15 MEMBER SILVERSTEIN: How long have
16 they been looking?

17 MR. GUERRERO: Actually, may I?

18 MR. KLINE: Go ahead.

19 MEMBER SILVERSTEIN: Sure, please.

20 MR. GUERRERO: We have identified a
21 potential location at 1071 Thomas Jefferson
22 Street, which we thought it was going to go much

1 faster but it's the historic review in
2 Georgetown, we got, much longer than we
3 anticipated.

4 And once that was completed we ran
5 into some structural problems. It was an old
6 townhouse next to a hotel. It used to be called
7 the Hotel Monticello and now it's called The
8 Graham on Thomas Jefferson.

9 MEMBER SILVERSTEIN: Oh, right.

10 MR. GUERRERO: Anyway, so between the
11 historic board review and plans and then the
12 structural problems, I don't even understand
13 them, but the structure, it had a lot of
14 complications.

15 So we're trying to work through all of
16 that and hopefully to a positive resolution so we
17 can use it there. I don't know if that -- That's
18 kind of what --

19 MEMBER SILVERSTEIN: No, that's fine.
20 So that is still the active option, that is Plan
21 A at this point?

22 MR. GUERRERO: Yes. Yes, that's the

1 option we are pursuing, yes.

2 MEMBER SILVERSTEIN: And where are you
3 currently in Plan A, where is your --

4 MR. GUERRERO: So the landowner was
5 beginning to do some demo, you know, we don't own
6 it, and then we ran, he ran, or we ran together
7 into the structural problems, so we are
8 evaluating, you know, the cost to fix them, bring
9 everything up to par so we can continue with the
10 demo and then hopefully either do a lease or
11 purchase of the townhouse.

12 It has a nice patio in the back
13 overlooking the --

14 MEMBER SILVERSTEIN: Canal?

15 MR. GUERRERO: I think it's a federal
16 part of -- Next to the canal.

17 MEMBER SILVERSTEIN: Oh.

18 MR. GUERRERO: What used to be next to
19 the Latham Hotel.

20 MEMBER SILVERSTEIN: Yes.

21 CHAIR MILLER: Yes.

22 MR. GUERRERO: It's like a little area

1 there.

2 MEMBER SILVERSTEIN: Yes.

3 MR. GUERRERO: It belongs to the Parks
4 Services. But this townhouse has a very nice
5 patio overlooking, well facing that, but that's
6 where we are.

7 I guess to answer your question is we
8 are working through the structural problem
9 issues.

10 MEMBER SHORT: I had a question, Madam
11 Chair.

12 CHAIR MILLER: Okay. Mr. Short?

13 MEMBER SHORT: Are you leasing now, do
14 you have a lease of the apartment at Thomas
15 Jefferson?

16 MR. GUERRERO: Not yet.

17 MEMBER SHORT: How long have you been
18 working on getting a lease?

19 MR. GUERRERO: After the other deal
20 fell through we found it at the beginning of the
21 Summer with --

22 MEMBER SHORT: Of this Summer?

1 MR. GUERRERO: This Summer.

2 MEMBER SHORT: So it's been two years,
3 October 13 till the beginning of this Summer,
4 pretty close to two years, right?

5 MR. GUERRERO: Well first we were
6 working on the other property that he described.

7 MEMBER SHORT: Okay.

8 MR. GUERRERO: And it was a -- Anyway,
9 we --

10 MEMBER SHORT: Well I guess what I'm
11 trying to figure out, if you are going to --
12 Thomas Jefferson that's the only option you have
13 now and it has structural problems?

14 MR. GUERRERO: Yes. First we
15 identified one, it fell apart, and now we have
16 Thomas Jefferson Street and, yes, you are correct
17 it has structural problems that we're trying to
18 resolve.

19 MEMBER SHORT: How much longer do you
20 think you are going to need before you will be
21 able to take this out safekeeping?

22 MR. GUERRERO: I am anticipating -- I

1 am not a mechanical engineer, but I hope we will
2 be ready to use it by the time it's up for
3 renewal. I think my fees that I paid are up to
4 April of 2016.

5 MEMBER SHORT: Yes.

6 MR. GUERRERO: So by then, by April of
7 2016.

8 MEMBER SHORT: So if you came back in
9 here some time around April or May you should
10 have better information for us?

11 MR. GUERRERO: Yes. I will, yes.

12 CHAIR MILLER: Mr. Rodriguez?

13 MEMBER RODRIGUEZ: Yes. Mr. Guerrero,
14 tell me a little bit about your concept and does
15 your concept drive the kind of facility that you
16 need?

17 MR. GUERRERO: I am from Mexico,
18 Mexico City. I don't know if you guys, or you
19 gentlemen or lady have been to Mexico.

20 MEMBER RODRIGUEZ: Sure.

21 MR. GUERRERO: But in my humble
22 opinion the food is very good and I think in the

1 D.C. area it's a little under-represented. It's
2 more a Tex-Mex. The little Mexican restaurants
3 are more Tex-Mex.

4 In Mexico if you go to a restaurant
5 you don't even see a burrito on the menu, that's
6 more of a Tex-Mex thing. So we thought that
7 maybe bringing something really original, or
8 attempt it, real Mexican, could work.

9 I think people love guacamole and a
10 margarita in the summertime.

11 MEMBER RODRIGUEZ: Yes.

12 MR. GUERRERO: But our concept is to
13 do Mexican, but more authentic, rather than
14 burritos or enchiladas.

15 MEMBER RODRIGUEZ: Right. So does the
16 physical location then, what you are looking for
17 in your physical location is there particular
18 specs that you are looking for in light of your
19 concept?

20 MR. GUERRERO: No, not specifically.
21 We thought about the location at Thomas Jefferson
22 Street because it's next to the hotel, it used to

1 be called the Monticello.

2 MEMBER RODRIGUEZ: Okay.

3 MR. GUERRERO: And they just did a
4 major rehab.

5 MEMBER RODRIGUEZ: Yes.

6 MR. GUERRERO: Actually we used to own
7 the hotel.

8 MEMBER RODRIGUEZ: Oh.

9 MR. GUERRERO: So we sold it and the
10 new owner did major rehab and renamed it The
11 Graham Hotel. I don't know if you've had the
12 opportunity to go, they have a new bar on the
13 rook overlooking the Kennedy Center and the
14 Watergate Hotel.

15 MEMBER RODRIGUEZ: No.

16 MR. GUERRERO: So we thought because
17 of the traffic of the hotel --

18 MEMBER RODRIGUEZ: Yes.

19 MR. GUERRERO: -- not only from the
20 guests, but also there is locals like all of us,
21 I think you live here, go there to the bar
22 because of the beautiful views.

1 We thought this could be a great place
2 to have either a cocktail and then dinner or vice
3 versa because of the traffic of all the hotels.

4 MEMBER RODRIGUEZ: Right.

5 MR. GUERRERO: We are also half a
6 block from the Waterfront.

7 MEMBER RODRIGUEZ: Yes, sir.

8 MR. GUERRERO: So I don't know if you
9 are familiar with Thomas Jefferson, but --

10 MEMBER RODRIGUEZ: Yes.

11 MR. GUERRERO: -- I know people walk
12 from M to the Waterfront on Thomas Jefferson.

13 MEMBER RODRIGUEZ: Right, pedestrian
14 traffic is heavy there.

15 MR. GUERRERO: Yes, yes, and this is
16 right next door to the, it is literally wall-to-
17 wall to the hotel. The hotel is 1075 Thomas
18 Jefferson Street and this is 1071 Thomas
19 Jefferson Street, the one with the structural
20 problems.

21 MEMBER RODRIGUEZ: Right.

22 MEMBER SHORT: Very familiar with,

1 right there near K Street.

2 MR. GUERRERO: Yes, between K and M.

3 MEMBER SHORT: All right, yes. I'm
4 very familiar with it. But so I'm willing, and I
5 would like to make this recommendation, Madam
6 Chair, that we, six months and bring them back
7 in.

8 At that time they should be able to
9 tell us better information. That's my
10 recommendation.

11 CHAIR MILLER: Okay. I think that's
12 what they were suggesting as well, correct?

13 MR. KLINE: Yes.

14 CHAIR MILLER: So everybody's all
15 right with the six months.

16 (Multiple yeses)

17 MR. GUERRERO: May I ask a question?

18 CHAIR MILLER: Yes, sure.

19 MR. GUERRERO: Is it okay?

20 CHAIR MILLER: Yes.

21 MEMBER RODRIGUEZ: Yes.

22 CHAIR MILLER: That's why you're here.

1 MR. GUERRERO: Thank you. So I'm a
2 little confused on one thing.

3 CHAIR MILLER: Okay.

4 MR. GUERRERO: I just don't understand
5 it so maybe you can explain it to me.

6 CHAIR MILLER: Okay.

7 MR. GUERRERO: I also got a letter, so
8 I got two letters, one for the hearing --

9 CHAIR MILLER: Okay.

10 MR. GUERRERO: Actually he got the
11 letter, the one for the hearing.

12 CHAIR MILLER: Okay.

13 MR. GUERRERO: And I got a letter
14 saying that I needed to pay a fee. I am
15 paraphrasing, but I have it with me, but the
16 letter says if you pay \$975 to keep the license
17 in safekeeping please pay it.

18 So I was telling Andrew I was confused
19 because -- Do I pay the fee and that means it
20 stays in safekeeping or do I don't pay the fee?

21 MEMBER SILVERSTEIN: You have a very
22 able lawyer --

1 (Simultaneous speaking)

2 MALE PARTICIPANT: -- he knows the
3 answer. He knows the answer.

4 MALE PARTICIPANT: Yes.

5 MR. KLINE: But I mean I think the
6 point is, and we've had this discussion, Sergio
7 and I have had this discussion.

8 CHAIR MILLER: Okay.

9 MR. KLINE: I would hope now that this
10 law is being implemented, I'm not sure it works
11 all that well. I mean it seems like we have two
12 conflicting policies here.

13 On the one hand we want people to pay
14 to keep licenses in safekeeping, on the other
15 hand we don't want them to keep licenses in
16 safekeeping.

17 So I think that the policies need to
18 be examined and there needs to be some thought
19 given to how this all fits together.

20 Frankly, when the law passes, I'm
21 usually involved in those issues, but I think we
22 had things that were of larger concern than this

1 particular issue and the Restaurant Association
2 just didn't pay that much attention to it because
3 there was other stuff going on.

4 CHAIR MILLER: Okay.

5 MEMBER ALBERTI: May I speak?

6 MR. KLINE: But it doesn't look like,
7 it doesn't seem like it works real well and it
8 might be worth having, the Board having some sort
9 of fact finding hearing or at least examining
10 this issue a little more carefully.

11 CHAIR MILLER: Okay. Mr. Alberti?

12 MEMBER ALBERTI: Yes. Mr. Kline, we
13 did, I mean before we implemented this we did
14 examine it very closely.

15 The thought process really was that
16 the fee, and maybe it's not much of an
17 inducement, but the fee is sort of an inducement
18 not to hold things in safekeeping for a long
19 time.

20 So it is consistent with our policy.
21 We really want these licenses to be used, that's
22 why we examine, we bring people in to ask them,

1 you know, what are your plans for safekeeping.

2 You know, if it's been six months, a
3 year, we're not bringing people in, but this one
4 I think goes back to --

5 MEMBER SILVERSTEIN: 13.

6 MEMBER ALBERTI: To 13, it's been two
7 years. So we want to make sure that people have
8 plans to use the licenses and we also want to
9 prod them through our fee to think about, you
10 know, should I really just be keeping this in
11 safekeeping, should I be using this, because it's
12 costing me a little bit more money and the fees
13 go up after two years.

14 After two years -- I think it's 25
15 percent of your licensing fee --

16 MEMBER SILVERSTEIN: I'm not sure.

17 MEMBER ALBERTI: -- each payment,
18 that's what it is currently.

19 MEMBER SILVERSTEIN: Okay.

20 MEMBER ALBERTI: It'll go up to 50
21 percent. After two years it will go up to 50
22 percent of your licensing fee for each payment.

1 So, again, there is that, that is the
2 consistency.

3 MR. KLINE: And the other issues, and
4 totally unrelated to this licensee, is I know
5 that there are a number of licenses in
6 safekeeping that have exemptions for the dancing
7 that have been searching, those licensees have
8 been searching unsuccessfully for years for a
9 location where they meet all of the requirements.

10 MEMBER ALBERTI: Yes.

11 MR. KLINE: And I don't know, and I'm
12 not saying you didn't and I'm not saying that
13 Council didn't, I don't know whether there was
14 thought given to that issue where these people,
15 some of them, and I know in one case they paid
16 annual license fees every year for like 15 years
17 and now all of a sudden there is all this
18 pressure for them to suddenly find a place to use
19 it where there really aren't any, or very few,
20 given the constraints of all -- That's all.

21 And I don't know that it was really
22 focused on Council at public hearing, but it

1 might deserve another look.

2 MEMBER SILVERSTEIN: And the other
3 thing, Mr. Guerrero, is that if you are in
4 moratorium zone it's an entirely different
5 situation in that we want those licenses to be
6 used because there is a limited number of
7 licenses.

8 So it's not, you know, if someone has
9 one in safekeeping that means someone else can't
10 open because there's a ceiling, and that's the
11 situation which is the reason and we wish you
12 well, buena suerte.

13 MR. GUERRERO: Okay. Thank you very
14 much. Thank you very much, everybody.

15 MEMBER SHORT: Mr. Guerrero, I had a
16 traditional Mexican dinner in Nogales.

17 MR. GUERRERO: Yes.

18 MEMBER SHORT: Traditional Mexican,
19 different than Tex-Mex.

20 MR. GUERRERO: It is different.

21 MEMBER SHORT: But you're right
22 Washington D.C. needs a good traditional Mexican

1 restaurant.

2 MR. GUERRERO: Yes.

3 MEMBER SHORT: We wish you luck.

4 MR. GUERRERO: Thank you very much and
5 I appreciate that comment.

6 CHAIR MILLER: Go ahead.

7 MEMBER RODRIGUEZ: Yes. And, Mr.

8 Guerrero, from your answer I perceive that you
9 really have found a place that really fits your
10 marketing plan and you have a marketing strategy,
11 location, location, location.

12 You are enamored of that location
13 because of the pedestrian traffic and other
14 advantages to marketing your business, this is
15 what I understand and I can understand that and
16 appreciate it.

17 MR. GUERRERO: Thank you, Mr.
18 Rodriguez.

19 CHAIR MILLER: All right. Okay, I'm
20 going to move that we approve keeping this
21 license in safekeeping until March 31, 2016.

22 MEMBER SHORT: Second.

1 CHAIR MILLER: Mr. Short has seconded
2 the motion. All those in favor say aye.

3 (Multiple ayes)

4 CHAIR MILLER: All those opposed?

5 (No audible response)

6 CHAIR MILLER: All those abstaining?

7 (No audible response)

8 CHAIR MILLER: Motion passes, 5-0-0.

9 Okay, and, you know, we heard what you had to
10 say, Mr. Kline, and, you know, we'll take those
11 thoughts into consideration and we'll see.

12 MR. KLINE: Great, thank you.

13 CHAIR MILLER: Okay.

14 MR. KLINE: Just one more comment on
15 that.

16 CHAIR MILLER: Sure.

17 MR. KLINE: And, again, this isn't the
18 rulemaking hearing, but just as much we're
19 talking about it --

20 CHAIR MILLER: Right.

21 MALE PARTICIPANT: Yes.

22 CHAIR MILLER: Okay.

1 MR. KLINE: To Mr. Silverstein's point
2 this issue arises where there are moratoria.
3 There are other areas where licenses might be in
4 safekeeping for other reasons completely
5 unrelated to a moratorium.

6 CHAIR MILLER: Right.

7 MR. KLINE: And the question that
8 arises is well, why are we, you know, if it's an
9 incentive in moratoriums and to make people put
10 licenses into use why are we burdening these
11 other people who might have them in safekeeping
12 while they are, you know, a building is
13 undergoing renovation and all sorts of fact
14 patterns that we see.

15 That's all. I just, I don't think it
16 was examined as closely as it could have been and
17 I know I didn't look at it as closely as I might
18 have, for whatever that's worth.

19 CHAIR MILLER: Okay. So we hear your
20 concerns and they are general, not necessarily
21 related to this case --

22 MR. KLINE: Right.

1 CHAIR MILLER: -- and I don't know if
2 at some point do you want to put them in writing,
3 I think, for our focus.

4 MR. KLINE: Very well, okay.

5 MR. GUERRERO: Madam, I'm sorry?

6 CHAIR MILLER: Yes?

7 MR. GUERRERO: You are superior
8 because I am new at this. This ruling means I
9 don't have to pay the fee?

10 CHAIR MILLER: No, you do have to pay
11 it.

12 MR. KLINE: No, you have to pay it.

13 (Simultaneous speaking)

14 CHAIR MILLER: It means you are
15 allowed to keep it in safekeeping.

16 (Simultaneous speaking)

17 MR. GUERRERO: Okay, I just wanted to
18 make sure.

19 MR. KLINE: You may pay the pay.

20 MR. GUERRERO: Esta bien todo.

21 (Simultaneous speaking)

22 MR. GUERRERO: Esta bien.

1 MEMBER SILVERSTEIN: Rule one, you
2 always have to pay the fee.

3 MR. GUERRERO: Just to be clear. Well
4 I thank you for your time.

5 MEMBER SILVERSTEIN: Yes.

6 CHAIR MILLER: Thank you, best of
7 luck.

8 MEMBER SILVERSTEIN: Thank you, sir.

9 MR. KLINE: Thank you. Have a good
10 afternoon.

11 CHAIR MILLER: Okay.

12 MR. GUERRERO: Have a good week.

13 CHAIR MILLER: You, too.

14 (Whereupon, the above-entitled matter
15 went off the record at 2:04 p.m.)

16

17

18

19

20

21

22

<hr/> A <hr/> \$975 16:16 able 10:21 15:8 16:22 above-entitled 26:14 abstaining 23:6 acquire 4:1 6:6,12 6:14 acquiring 4:1,5 active 7:20 add 5:18 advantages 22:14 afternoon 2:4,14,18 26:10 ahead 6:18 22:6 Alberti 1:16 18:5,11 18:12 19:6,17,20 20:10 Alcoholic 1:2,11,12 allowed 25:15 amount 3:15 ANC 1:8 2:10 Andrew 1:19 2:15 16:18 annual 20:16 answer 5:20 9:7 17:3,3 22:8 anticipated 6:5 7:3 anticipating 10:22 anticipation 4:9 Anyway 7:10 10:8 apart 4:5,15 10:15 apartment 9:14 Applicant 2:16 application 3:20 applied 3:20 appreciate 22:5,16 approve 22:20 April 11:4,6,9 area 8:22 12:1 areas 24:3 arises 24:2,8 asking 5:3 Association 18:1 attempt 12:8 attempting 6:3 attention 18:2	audible 23:5,7 authentic 12:13 Avenue 1:7 2:9 aware 5:16 aye 23:2 eyes 23:3 <hr/> B <hr/> back 8:12 11:8 15:6 19:4 background 6:8 bar 13:12,21 beautiful 13:22 beginning 8:5 9:20 10:3 behalf 1:19 2:15,18 belongs 9:3 best 26:6 better 11:10 15:9 Beverage 1:2,11,12 bien 25:20,22 bit 11:14 19:12 blew 4:14 block 14:6 board 1:2,11 2:15 3:20 5:19,21 7:11 18:8 Board's 5:15 bring 8:8 15:6 18:22 bringing 12:7 19:3 buena 21:12 building 1:12 24:12 burdening 24:10 burrito 12:5 burritos 12:14 business 4:4,10,14 22:14 <hr/> C <hr/> called 3:5 5:10 7:6 7:7 13:1 canal 8:14,16 carefully 18:10 case 2:7 20:15 24:21 cases 2:5 ceiling 21:10	Center 13:13 certain 3:6,7 certainly 5:3 Chair 2:3,20,22 3:3 3:5,18,19 5:13,21 8:21 9:11,12 11:12 15:6,11,14 15:18,20,22 16:3 16:6,9,12 17:8 18:4,11 22:6,19 23:1,4,6,8,13,16 23:20,22 24:6,19 25:1,6,10,14 26:6 26:11,13 Chairperson 1:13 1:15 City 11:18 clear 26:3 close 4:10 10:4 closely 18:14 24:16 24:17 cocktail 14:2 COLUMBIA 1:1 comment 22:5 23:14 completed 7:4 completely 24:4 complications 7:14 concept 4:18 6:4 11:14,15 12:12,19 concern 17:22 concerns 5:15 24:20 conflicting 17:12 confused 16:2,18 connection 3:21 consider 2:4 consideration 23:11 consistency 20:2 consistent 18:20 constraints 20:20 continue 8:9 Control 1:2,11,12 correct 10:16 15:12 cost 8:8 costing 19:12 Council 20:13,22	couple 3:8 CT 1:7 currently 8:3 19:18 <hr/> D <hr/> D.C 1:13 12:1 21:22 dancing 20:6 deal 4:5,10,14 9:19 dealing 2:5 definitive 4:20 demo 8:5,10 described 10:6 deserve 21:1 Determined 1:6 2:8 developers 6:10 different 21:4,19,20 dinner 14:2 21:16 discussion 17:6,7 DISTRICT 1:1 door 14:16 drive 11:15 <hr/> E <hr/> either 8:10 14:2 enamored 22:12 enchiladas 12:14 engineer 11:1 entirely 21:4 entitled 2:7 especially 3:8 Esta 25:20,22 estate 6:9 evaluating 8:8 everybody 21:14 everybody's 15:14 examine 18:14,22 examined 17:18 24:16 examining 18:9 exemptions 20:6 explain 16:5 explained 5:14 extend 1:9 2:6,11 3:7 extended 5:3 <hr/> F <hr/> facility 11:15
--	--	---	---

facing 9:5
fact 1:6 18:9 24:13
familiar 14:9,22
 15:4
faster 7:1
favor 23:2
federal 8:15
fee 16:14,19,20
 18:16,17 19:9,15
 19:22 25:9 26:2
fees 5:4,7 11:3
 19:12 20:16
fell 4:5 9:20 10:15
figure 10:11
fill 3:17
find 20:18
finding 1:6 18:9
fine 7:19
first 2:7 10:5,14
fits 17:19 22:9
fix 8:8
focus 25:3
focused 20:22
food 11:22
forward 6:1
found 9:20 22:9
Frankly 17:20

G

G-U 2:21
G-U-E-R-R-E-R-O
 3:2
general 24:20
gentlemen 11:19
Georgetown 4:17
 5:1 7:2
getting 9:18
given 17:19 20:14
 20:20
go 6:11,18,22 12:4
 13:12,21 19:13,20
 19:21 22:6
goes 19:4
going 3:14 4:10 6:1
 6:11,22 10:11,20
 18:3 22:20
good 2:3,14,18
 11:22 21:22 26:9

26:12
Graham 7:8 13:11
great 14:1 23:12
guacamole 12:9
Guerrero 1:20 2:17
 2:18,21,21 3:2,4
 3:17,21 5:6,9 6:8
 6:17,20 7:10,22
 8:4,15,18,22 9:3
 9:16,19 10:1,5,8
 10:14,22 11:6,11
 11:13,17,21 12:12
 12:20 13:3,6,9,16
 13:19 14:5,8,11
 14:15 15:2,17,19
 16:1,4,7,10,13
 21:3,13,15,17,20
 22:2,4,8,17 25:5,7
 25:17,20,22 26:3
 26:12

guess 9:7 10:10

guests 13:20

guys 11:18

H

half 14:5
hand 17:13,15
happen 6:6
happy 5:20
hear 24:19
heard 23:9
hearing 1:7,12 16:8
 16:11 18:9 20:22
 23:18
heavy 14:14
HECTOR 1:17
Hi 2:17
historic 7:1,11
hold 18:18
hope 11:1 17:9
hopefully 7:16 8:10
hotel 7:6,7 8:19
 12:22 13:7,11,14
 13:17 14:17,17
hotels 14:3
humble 11:21

I

identified 6:20
 10:15
identify 2:13,16
implemented 17:10
 18:13
incentive 24:9
inducement 18:17
 18:17
industry 6:9
information 11:10
 15:9
intended 4:1
interested 3:12
investors 6:10
involved 17:21
issue 5:11 18:1,10
 20:14 24:2
issues 9:9 17:21
 20:3
It'll 19:20

J

JAMES 1:17
JBS 1:6,19 2:8,18
Jefferson 6:21 7:8
 9:15 10:12,16
 12:21 14:9,12,18
 14:19
John 3:22

K

K 15:1,2
keep 16:16 17:14
 17:15 25:15
keeping 19:10
 22:20
Kennedy 13:13
kind 7:18 11:15
Kline 1:19 2:14,15
 3:16,19 5:7,14 6:2
 6:18 15:13 17:5,9
 18:6,12 20:3,11
 23:10,12,14,17
 24:1,7,22 25:4,12
 25:19 26:9
know 4:14,16 5:1
 5:17 7:17 8:5,8
 11:18 13:11 14:8

14:11 19:1,2,10
 20:4,11,13,15,21
 21:8 23:9,10 24:8
 24:12,17 25:1
knowing 3:12
knows 17:2,3

L

lady 11:19
landowner 8:4
larger 17:22
Latham 8:19
law 17:10,20
lawyer 16:22
lease 6:11 8:10
 9:14,18
leasing 9:13
letter 16:7,11,13,16
letters 16:8
license 1:8 2:9 3:13
 4:2,8,11,13,21 6:4
 6:13 16:16 20:16
 22:21
licensee 20:4
licensees 3:6 20:7
licenseholder 4:9
licenses 4:7 5:16
 17:14,15 18:21
 19:8 20:5 21:5,7
 24:3,10
licensing 19:15,22
light 12:18
limited 21:6
line 4:7
literally 14:16
little 5:9 8:22 11:14
 12:1,2 16:2 18:10
 19:12
live 13:21
LLC 1:6,19 2:8
locals 13:20
locate 6:3
located 2:8 4:19
location 4:3,11
 6:13,21 12:16,17
 12:21 20:9 22:11
 22:11,11,12
locations 4:17

long 6:15 9:17

18:18

longer 7:2 10:19**look** 18:6 21:1

24:17

looking 4:17 6:16

12:16,18

looks 3:10**lot** 7:13**love** 12:9**luck** 22:3 26:7

M

M 14:12 15:2**Madam** 3:19 9:10

15:5 25:5

major 13:4,10**MALE** 17:2,4 23:21**March** 22:21**margarita** 12:10**marketing** 22:10,10

22:14

matter 1:5 26:14**mean** 17:5,11 18:13**means** 16:19 21:9

25:8,14

mechanical 11:1**meet** 20:9**MEETING** 1:3**Member** 1:16,16,17

1:17 5:22 6:15,19

7:9,19 8:2,14,17

8:20 9:2,10,13,17

9:22 10:2,7,10,19

11:5,8,13,20

12:11,15 13:2,5,8

13:15,18 14:4,7

14:10,13,21,22

15:3,21 16:21

18:5,12 19:5,6,16

19:17,19,20 20:10

21:2,15,18,21

22:3,7,22 26:1,5,8

Members 2:15 3:19

5:21

menu 12:5**met** 1:12**Mexican** 12:2,8,13

21:16,18,22

Mexico 11:17,18,19

12:4

MICHAEL 1:16**Miller** 1:13,15 2:3

2:20,22 3:3,5,18

5:13,21 8:21 9:12

11:12 15:11,14,18

15:20,22 16:3,6,9

16:12 17:8 18:4

18:11 22:6,19

23:1,4,6,8,13,16

23:20,22 24:6,19

25:1,6,10,14 26:6

26:11,13

money 4:14 5:12

19:12

months 15:6,15

19:2

Monticello 7:7 13:1**moratoria** 24:2**moratorium** 4:22

21:4 24:5

moratoriums 24:9**motion** 23:2,8**move** 22:20**Multiple** 15:16 23:3

N

N.W 1:12 2:9**name** 2:17**near** 15:1**necessarily** 24:20**need** 10:20 11:16

17:17

needed 16:14**needs** 17:18 21:22**new** 13:10,12 25:8**nice** 8:12 9:4**NICK** 1:16**Nogales** 21:16**notes** 3:11**number** 2:9 20:5

21:6

NW 1:7

O

obviously 4:22**October** 3:12 10:3**Oh** 7:9 8:17 13:8**okay** 2:3 3:3,16,18

5:21 9:12 10:7

13:2 15:11,19

16:3,6,9,12 17:8

18:4,11 19:19

21:13 22:19 23:9

23:13,22 24:19

25:4,17 26:11

old 3:9 7:5**once** 7:4**open** 21:10**opinion** 11:22**opportunity** 13:12**opposed** 23:4**option** 7:20 8:1

10:12

original 12:7**originally** 6:5**overlooking** 8:13

9:5 13:13

owner 13:10

P

P-R-O-C-E-E-D-I-...

2:1

p.m 2:2 26:15**paid** 5:4,8,10 11:3

20:15

par 8:9**paraphrasing**

16:15

Parks 9:3**part** 8:16**PARTICIPANT** 17:2

17:4 23:21

particular 12:17

18:1

passes 17:20 23:8**path** 6:1,2**patio** 8:12 9:5**patterns** 24:14**pay** 16:14,16,17,19

16:20 17:13 18:2

25:9,10,12,19,19

26:2

paying 4:13**payment** 19:17,22**pedestrian** 14:13

22:13

people 12:9 14:11

17:13 18:22 19:3

19:7 20:14 24:9

24:11

perceive 22:8**percent** 19:15,21

19:22

physical 12:16,17**place** 6:11,12 14:1

20:18 22:9

placed 3:11**plan** 3:13 7:20 8:3

22:10

plans 7:11 19:1,8**please** 2:13,16 3:1

6:19 16:17

point 5:2,8 7:21

17:6 24:1 25:2

policies 17:12,17**policy** 18:20**positive** 7:16**potential** 6:21**premises** 6:3**PRESENT** 1:15,19**presiding** 1:13**pressure** 20:18**pretty** 10:4**primarily** 2:5**problem** 9:8**problems** 7:5,12

8:7 10:13,17

14:20

process 18:15**prod** 19:9**project** 3:21**property** 4:1,2,6

6:13 10:6

public 20:22**purchase** 8:11**purchased** 4:8**purchasing** 4:13**pursuing** 3:22 8:1**put** 24:9 25:2

Q

question 9:7,10
15:17 24:7
questions 3:8 5:19

R

ran 7:4 8:6,6,6
ready 2:12 11:2
real 6:9,12 12:8
18:7
really 5:11 12:7
18:15,21 19:10
20:19,21 22:9,9
reason 21:11
reasons 24:4
recommendation
15:5,10
record 2:13 26:15
Redmond 3:22 6:7
Reeves 1:12
Regrettably 4:12
rehab 13:4,10
related 24:21
renamed 13:10
renewal 11:3
renovation 24:13
request 1:9 2:5,11
requested 3:6
requirements 20:9
resolution 7:16
resolve 10:18
respect 5:15
response 23:5,7
restaurant 6:9 12:4
18:1 22:1
restaurants 12:2
Retailer 1:7
reuse 3:13
review 7:1,11
revisited 5:1
right 5:13 7:9 10:4
12:15 14:4,13,16
14:21 15:1,3,15
21:21 22:19 23:20
24:6,22
Rivero 2:20
Rodriguez 1:17
11:12,13,20 12:11
12:15 13:2,5,8,15

13:18 14:4,7,10
14:13,21 15:21
22:7,18
rook 13:13
Room 1:12
Rule 26:1
rulemaking 23:18
ruling 25:8
Ruthanne 1:13,15

S

safekeeping 1:9
2:6,11 3:7,11 5:3
10:21 16:17,20
17:14,16 18:18
19:1,11 20:6 21:9
22:21 24:4,11
25:15
saying 16:14 20:12
20:12
says 16:16
searching 20:7,8
Second 22:22
seconded 23:1
see 12:5 23:11
24:14
September 1:10
Sergio 1:20 2:17
17:6
Services 9:4
Short 1:17 9:10,12
9:13,17,22 10:2,7
10:10,19 11:5,8
14:22 15:3 21:15
21:18,21 22:3,22
23:1
SILVERSTEIN 1:16
5:22 6:15,19 7:9
7:19 8:2,14,17,20
9:2 16:21 19:5,16
19:19 21:2 26:1,5
26:8
Silverstein's 24:1
similar 4:18
Simultaneous 17:1
25:13,16,21
sir 14:7 26:8
situation 21:5,11

six 15:6,15 19:2
sold 13:9
sorry 25:5
sort 18:8,17
sorts 24:13
speak 18:5
speaking 17:1
25:13,16,21
specifically 12:20
specs 12:18
spell 2:22
Spring 5:2,6,7,8
standpoint 4:12
start 3:16
stated 2:10
stays 16:20
strategy 22:10
Street 1:12 6:22
10:16 12:22 14:18
14:19 15:1
structural 7:5,12
8:7 9:8 10:13,17
14:19
structure 7:13
stuff 18:3
sudden 20:17
suddenly 20:18
suerte 21:12
suggesting 15:12
Summer 9:21,22
10:1,3
summertime 12:10
superior 25:7
sure 6:19 11:20
15:18 17:10 19:7
19:16 23:16 25:18
surprised 5:9

T

take 10:21 23:10
talking 23:19
tell 11:14 15:9
telling 16:18
terms 5:19 6:12
Tex-Mex 12:2,3,6
21:19
thank 3:3,18 16:1
21:13,14 22:4,17

23:12 26:4,6,8,9
thing 12:6 16:2
21:3
things 17:22 18:18
think 2:10 4:19 5:2
5:4,8 8:15 10:20
11:3,22 12:9
13:21 15:11 17:5
17:17,21 19:4,9
19:14 24:15 25:3
Thomas 6:21 7:8
9:14 10:12,16
12:21 14:9,12,17
14:18
thought 6:22 12:6
12:21 13:16 14:1
17:18 18:15 20:14
thoughts 23:11
Thursday 2:4
till 10:3
time 3:15 4:19 11:2
11:9 15:8 18:19
26:4
todo 25:20
totally 20:4
townhouse 7:6
8:11 9:4
traditional 21:16,18
21:22
traffic 13:17 14:3
14:14 22:13
try 5:20
trying 7:15 10:11
10:17
two 10:2,4 16:8
17:11 19:6,13,14
19:21

U

under-represented
12:1
undergoing 24:13
underlying 4:4
understand 4:21
5:11 7:12 16:4
22:15,15
Unfortunately 4:4
unrelated 20:4 24:5

unsuccessfully
20:8
use 4:2,10 6:4,13
7:17 11:2 19:8
20:18 24:10
usually 17:21

V

value 4:22
Ventures 1:6,19 2:8
2:19
versa 14:3
vice 14:2
views 13:22

W

waiting 4:7
walk 14:11
wall 14:17
wall-to 14:16
want 5:18 6:11
17:13,15 18:21
19:7,8 21:5 25:2
wanted 25:17
Washington 1:13
21:22
Waterfront 14:6,12
Watergate 13:14
we'll 23:10,11
we're 5:20 7:15
10:17 19:3 23:18
we've 17:6
week 26:12
welcome 3:4
went 26:15
willing 15:4
Wisconsin 1:7 2:9
6:5
wish 21:11 22:3
work 7:15 12:8
working 9:8,18
10:6
works 17:10 18:7
worth 18:8 24:18
writing 25:2

X

Y

year 19:3 20:16
years 3:9 10:2,4
19:7,13,14,21
20:8,16
yeses 15:16

Z

zone 21:4

0

1

1:44 2:2
1064 1:7 2:8
1064-1066 6:5
1071 6:21 14:18
1075 14:17
13 10:3 19:5,6
14th 1:12
15 20:16
17 1:10

2

2:04 26:15
2000 1:12
2013 3:12,14
2015 1:10
2016 11:4,7 22:21
25 19:14
2E 1:8 2:10

3

31 22:21

4

5

5-0-0 23:8
50 19:20,21

6

7

8

9

92970 1:8 2:9